



2021 Third Quarter Board Report

November 17, 2021

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Agenda:

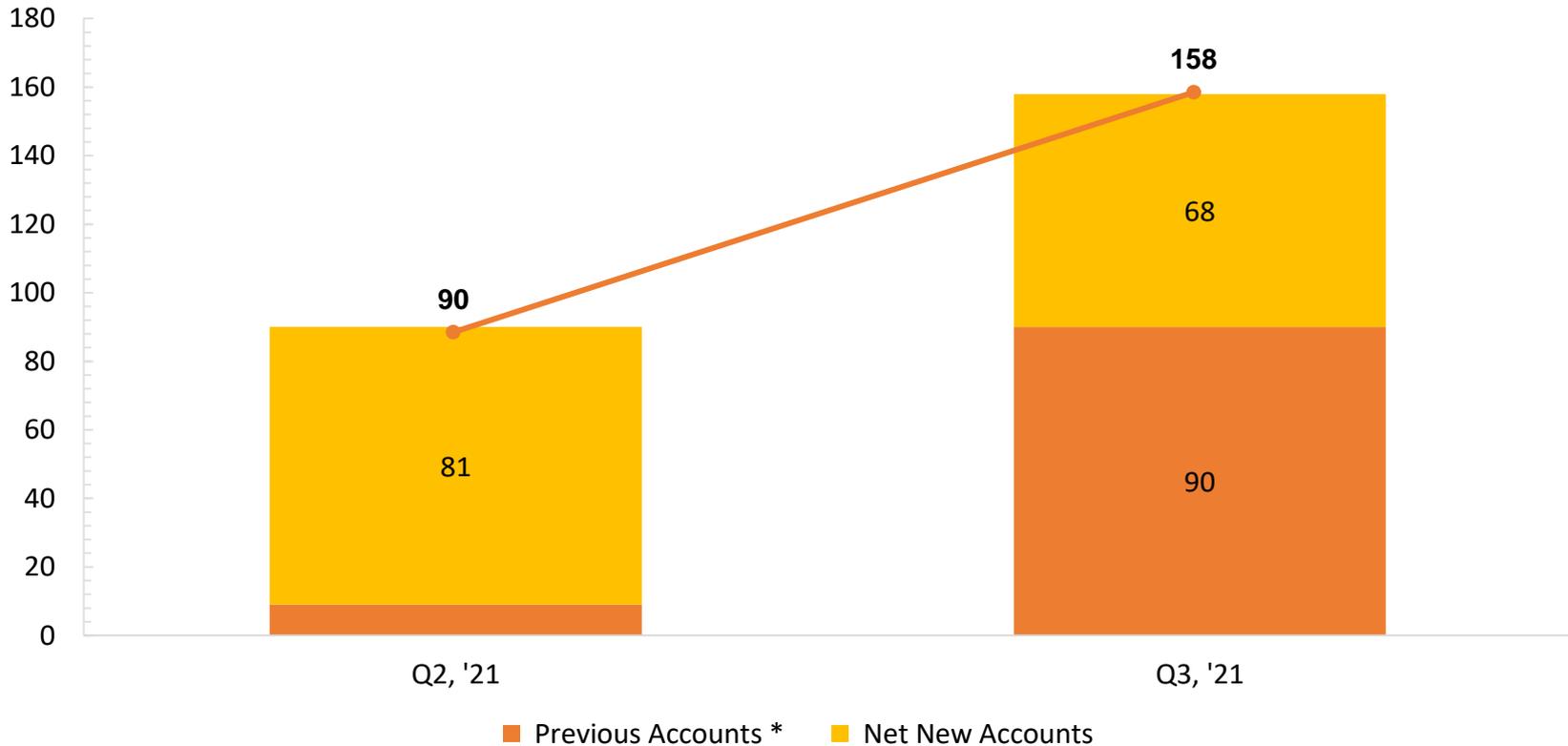
- **Program Overview**
- **Program Statistics & Analysis**
 - The Accounts
 - Account and Asset Growth
 - Contributions and Distributions
 - New Plan Feature Activity
 - The Participants
 - Geographic Analysis
- **Appendix**

Program Overview

Description	Statistic
Assets Under Management	\$669,724
Funded Accounts	158
Contributions	\$201,898
Rollover Contributions	\$55,677
Redemptions	\$5,798
Redemptions as % of AUM	0.87%

Uniquely Funded Account Growth

The average-monthly account growth for Q3 was 22 unique accounts

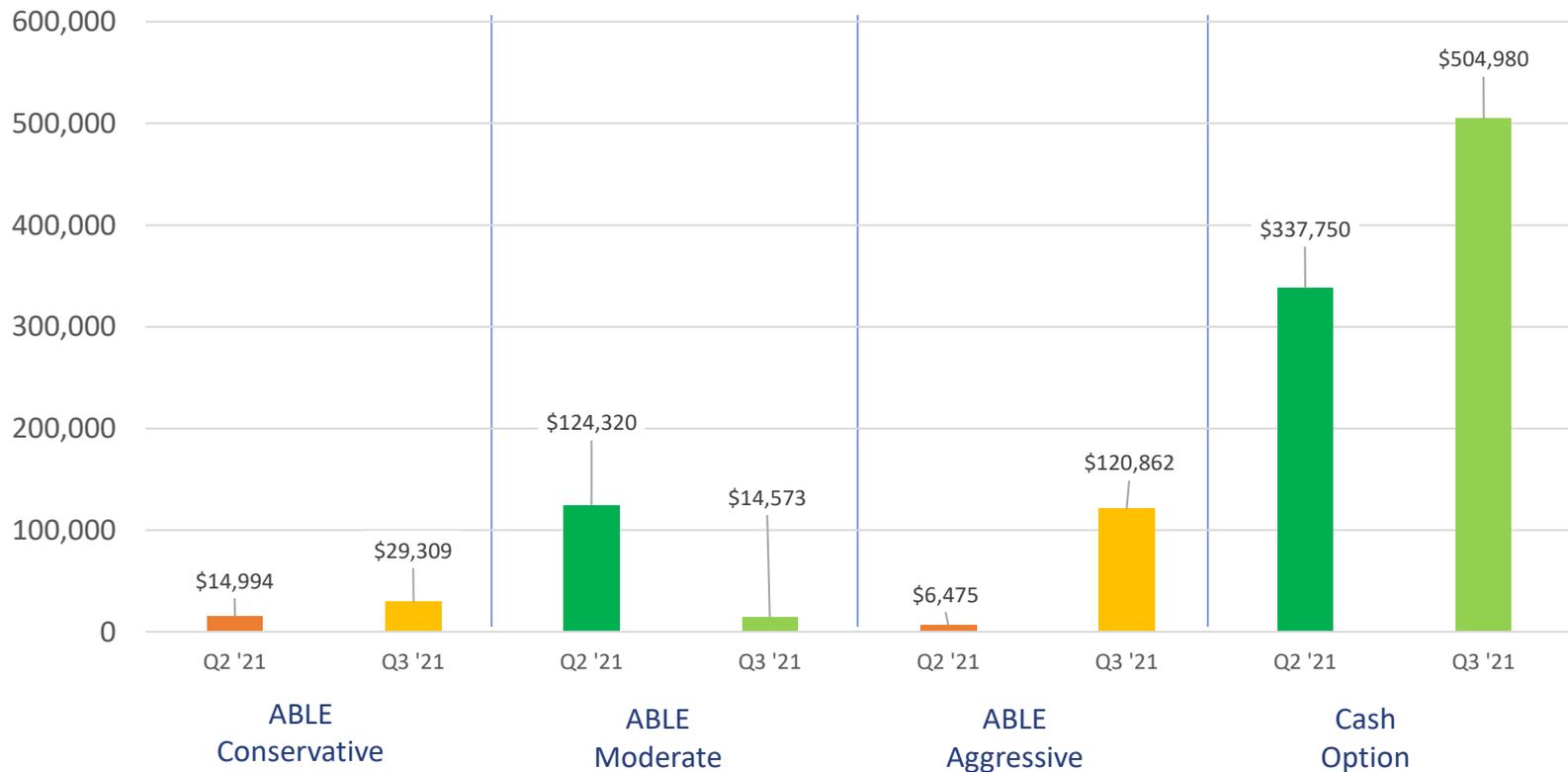


*Note: The number of unique funded accounts reported month-to-month can fluctuate, based on customer contributions and distributions between reporting periods. Customer distributions can liquidate account assets down to a zero balance, which do not get reported as a unique funded account, and contributions to an account that was at a zero balance in the prior month, and can be reported as a unique funded account in the subsequent month.

Investments by Fund

Total AUM	
Q3 '21	\$669,724

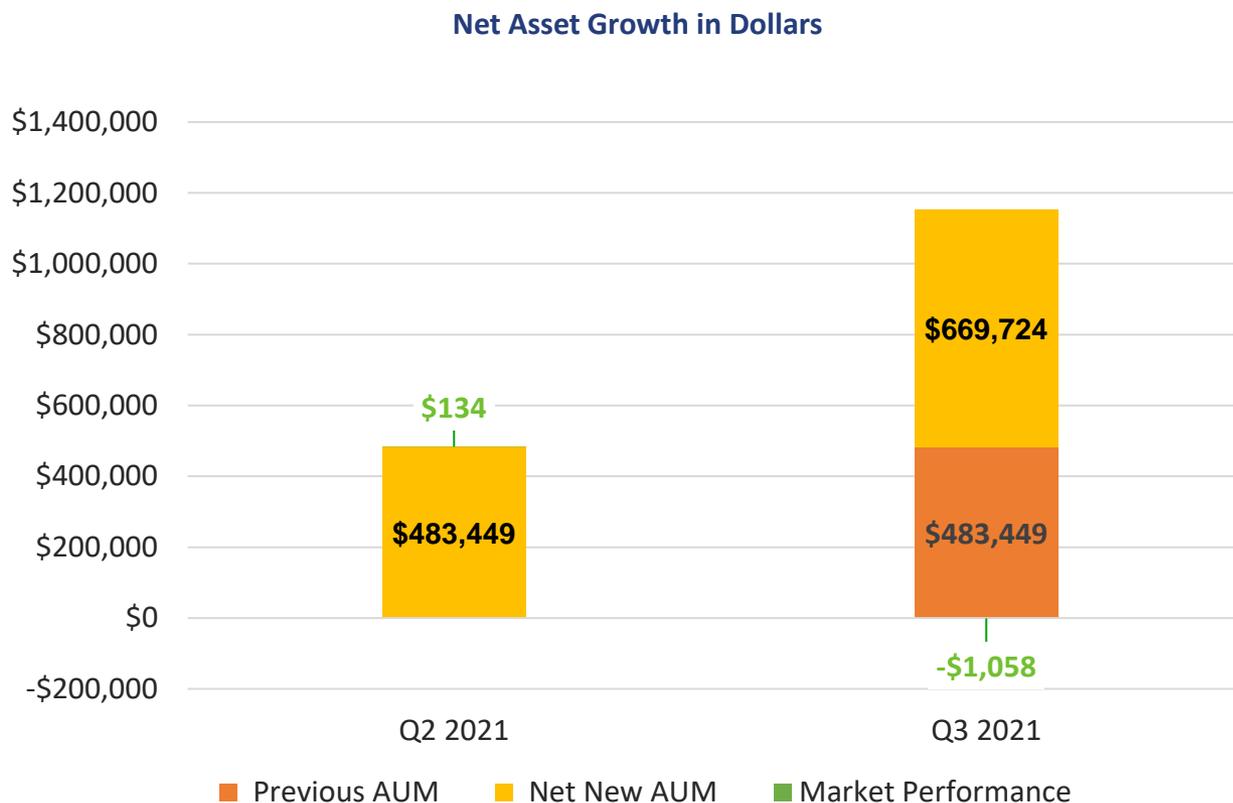
Total Assets by Fund



* Complete breakdown of % of participants by fund found in the appendix section of this document

Net Asset Growth

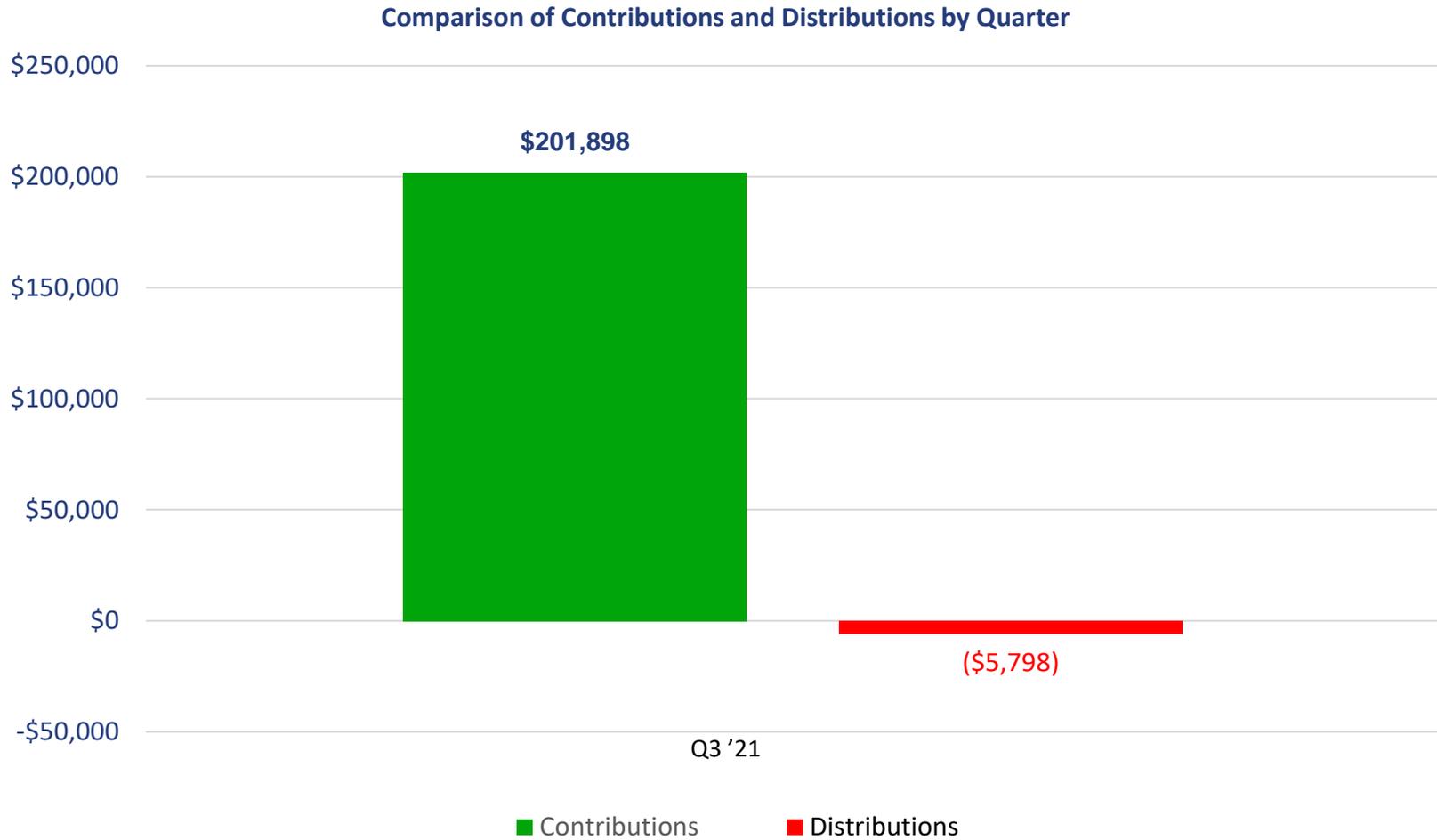
Market performance for Q3 was negative.



Contributions & Distributions

Q3 contributions represent 30% of total AUM

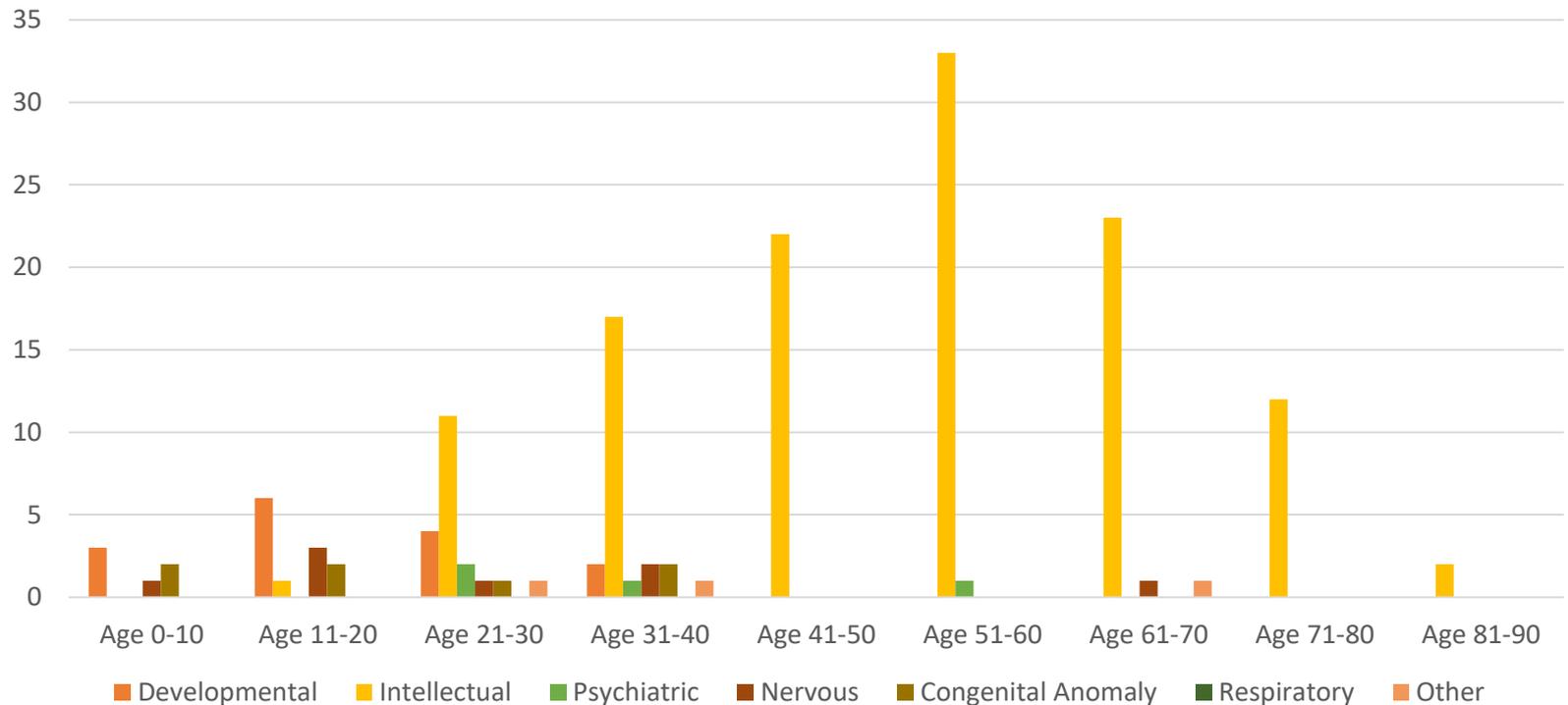
Q3 redemptions represent 1% of total AUM



Demographic Account Distribution Q3 2021

The high concentration of Beneficiaries with an Intellectual diagnosis code shifted from ages 31-40 to ages 51-60.

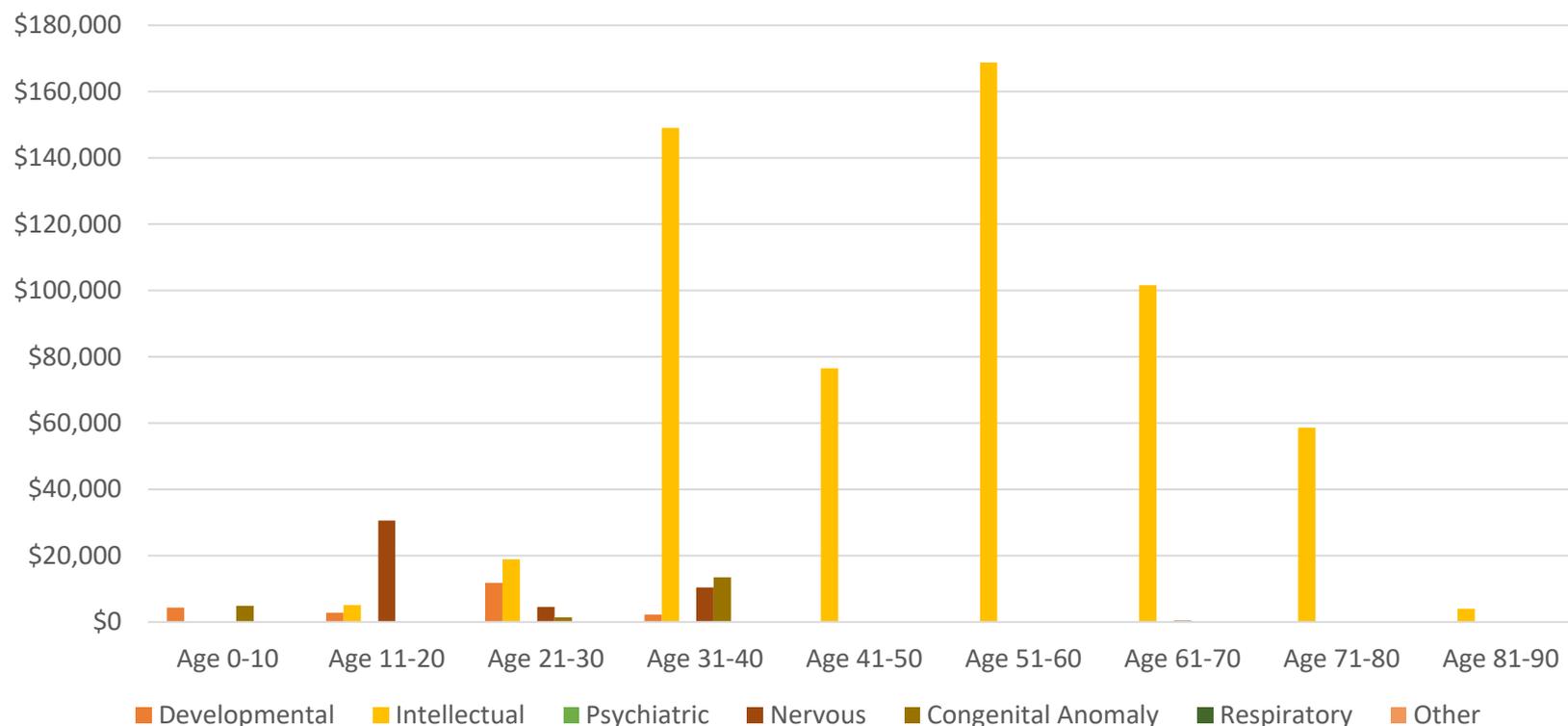
Count of Unique Beneficiaries by Age & Diagnosis Code



Demographic Asset Distribution Q3 2021

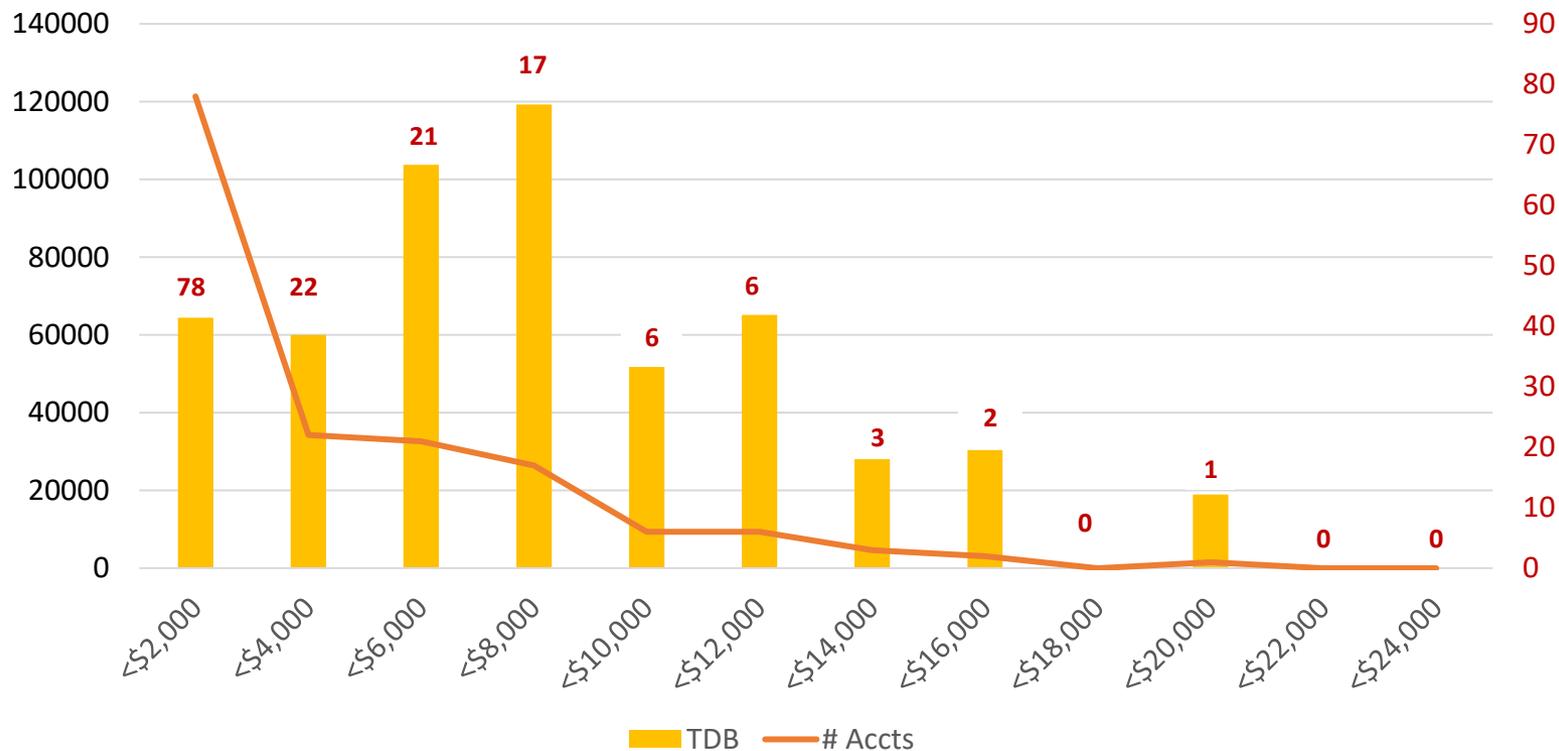
Asset under management for ages 51-60 grew in line with the number of accounts.

Assets Under Management by Age & Diagnosis Code



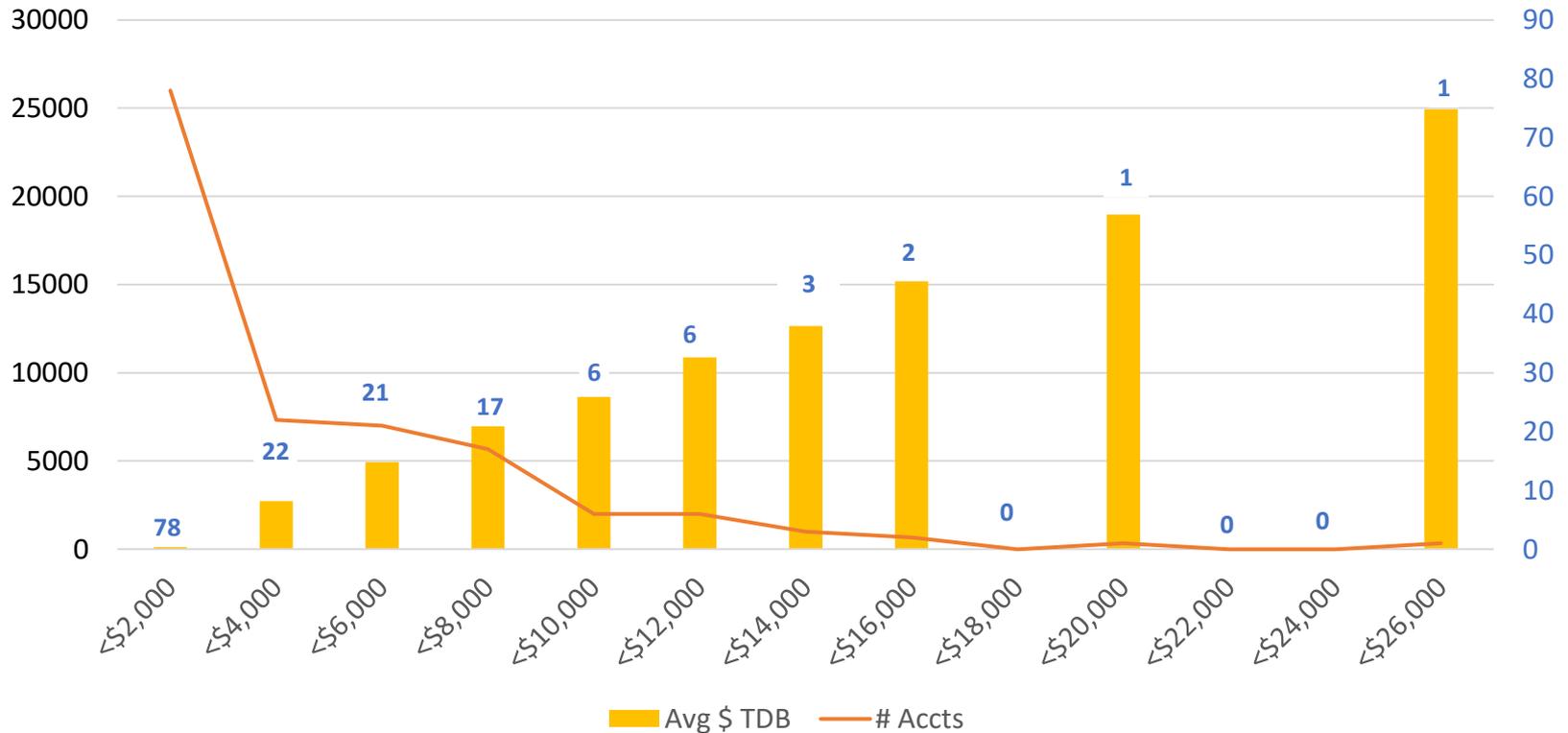
Unique Accounts by YTD Total Dollar Balance Q3 2021

50% of accounts carry a total dollar balance under \$2,000.



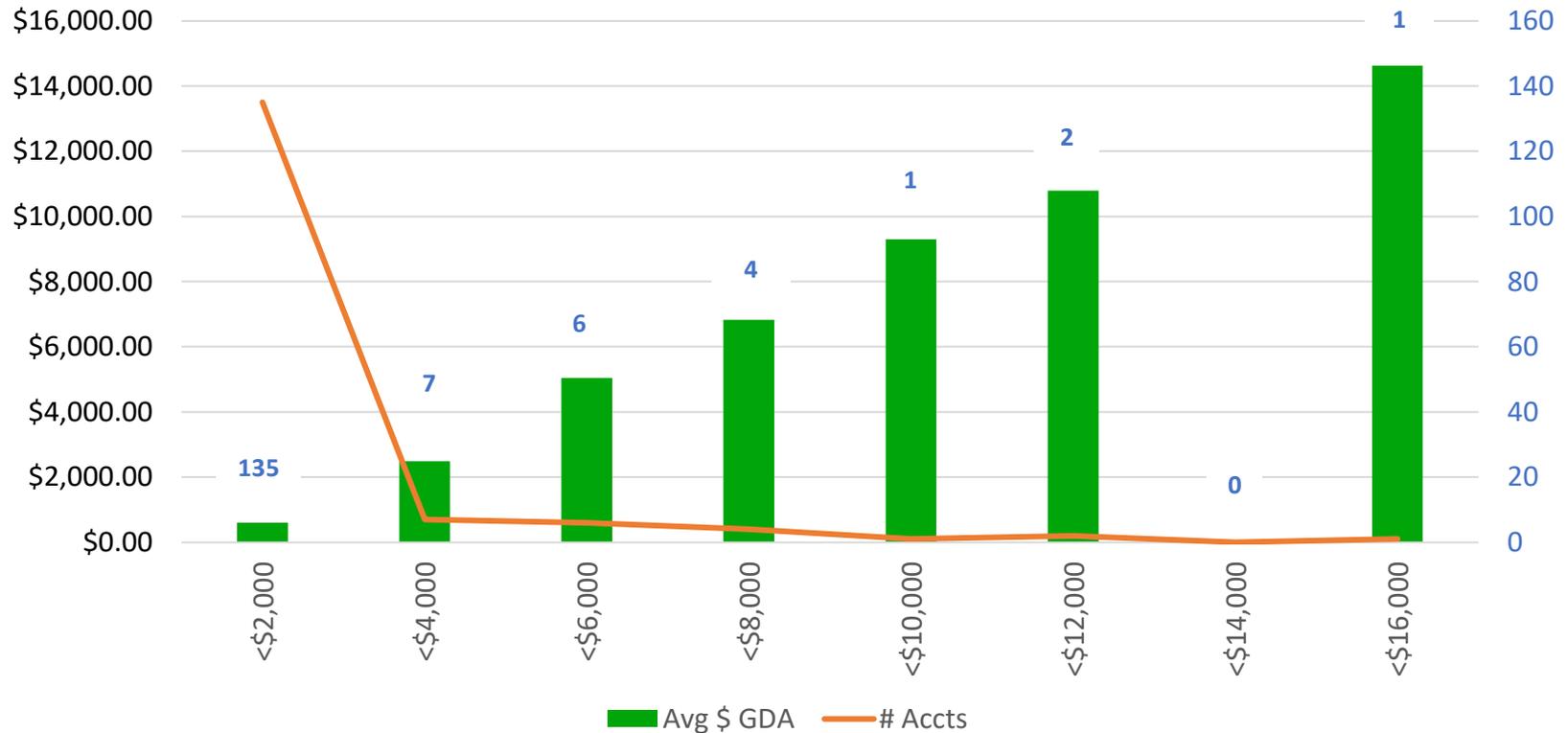
Unique Accounts by Average Dollar Balance Q3 2021

The average accounts balance for Q3 was \$4,239, and the standard deviation of the average balance groupings was \$8,178.



Unique Accounts by Average Contributions Q3 2021

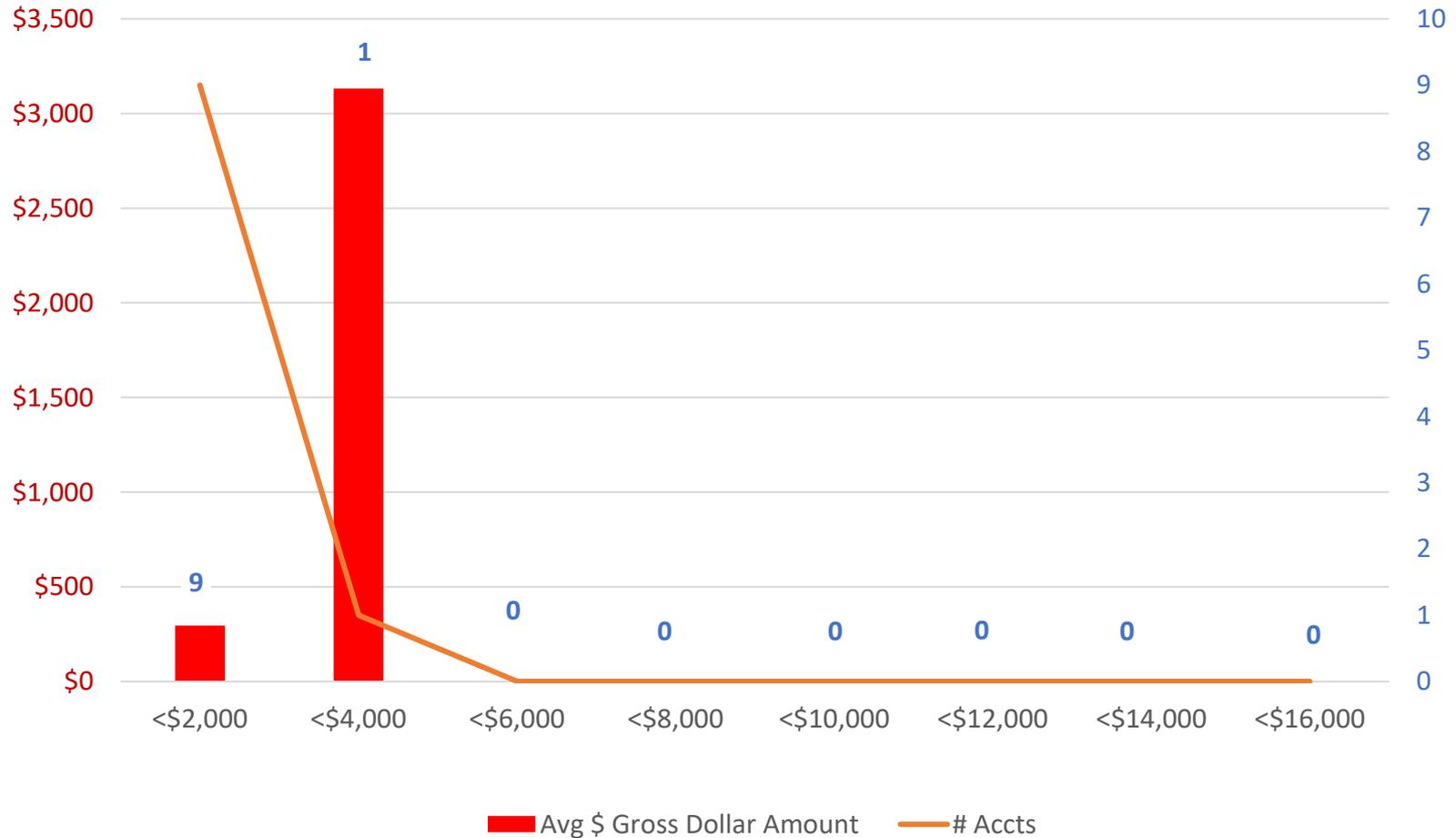
158 accounts made contributions in Q3 2021



The average contribution amount for Q3 2021 was \$1,278 and the standard deviation for contributions was \$2,179.

Unique Accounts by Average Distributions Q3 2021

10 accounts made distributions in Q3



The average distribution amount for Q3 2021 was \$580 and the standard deviation for contributions was \$922.

New Plan Contribution Activity Q3 2021

ABLE to Work

- **2** accounts made ABLE to Work Contributions in Q3.

ABLE to ABLE Rollovers

- **11** customers made rollovers in Q3 for a total of **\$55,677** in contributions.

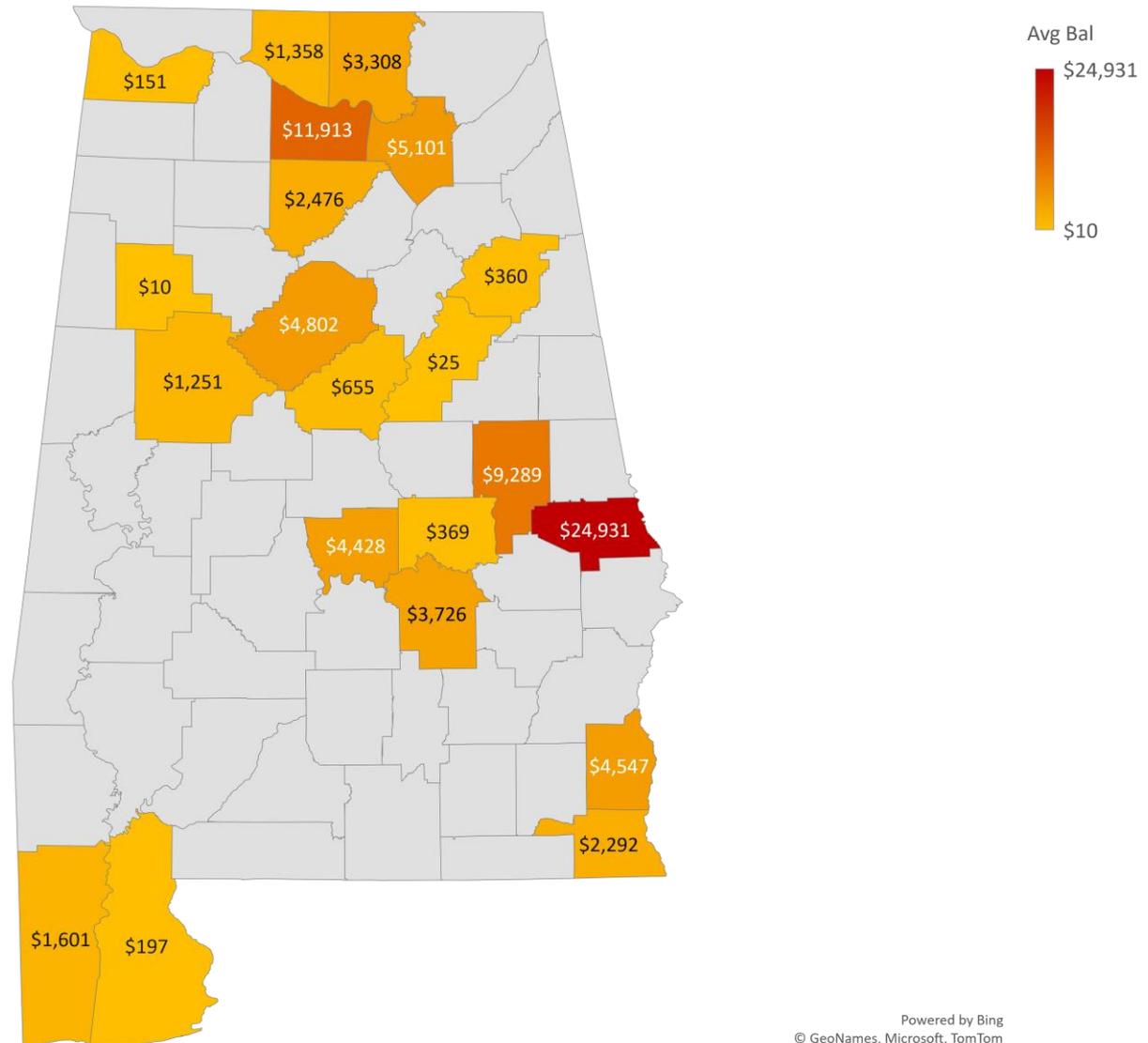
529 to ABLE Rollovers

- No customers made rollovers in Q3 from 529 plans.

Gifting

- **1** account received gifts in Q3, totaling **\$20** in deposits to the Alabama ABLE Plan.

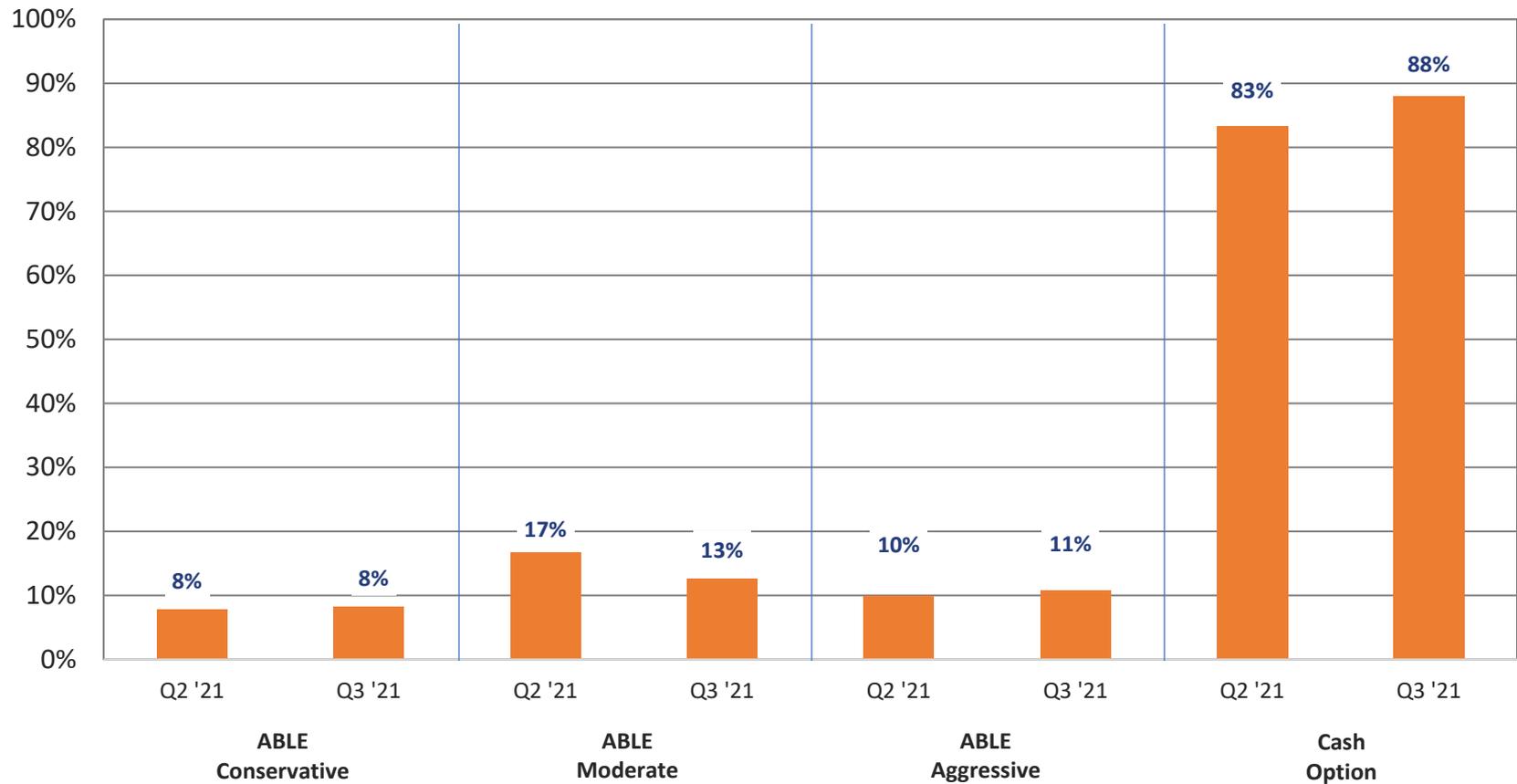
Average Account Balances by County Q3 2021



Appendix

Participants by Fund Q3 2021

Percentage of Participants by Fund



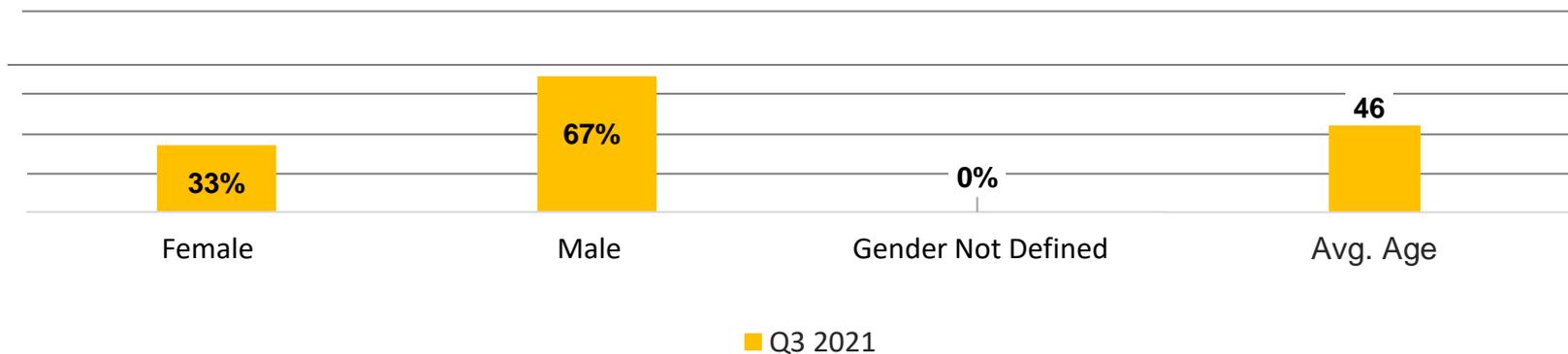
*Note: Combined percentages by quarter are greater than 100%, due to accounts having multiple funds

About the Participants

Comparison of Beneficiaries' Manager Type, Eligibility Certification, and Diagnosis Code by Quarter

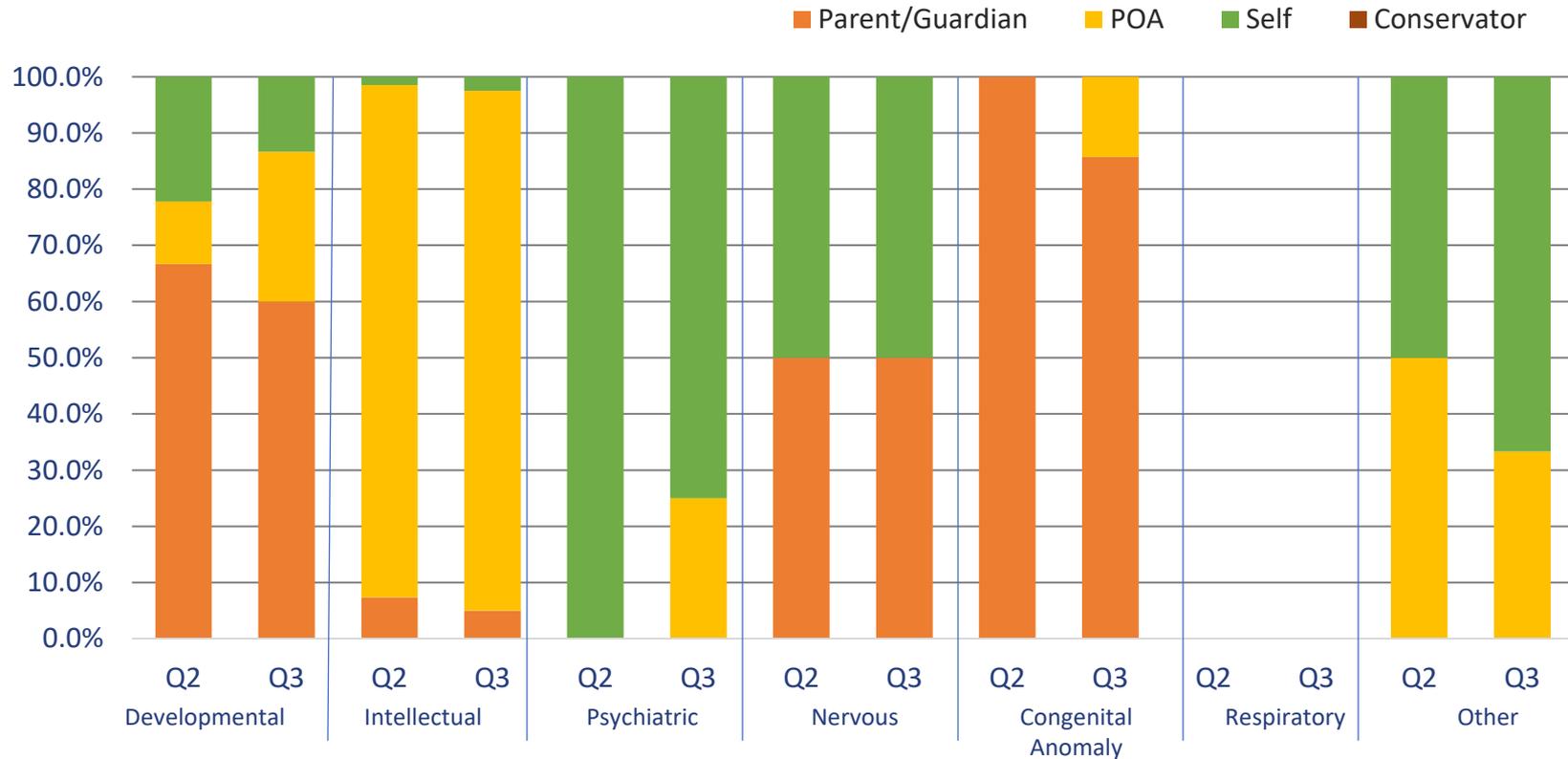
	Manager Type				Eligibility Certification			Diagnosis Code						
	Parent/ Guardian	PoA	Self	Cons	SSI	SSDI	Doctor Cert	Developmental	Intellectual	Psychiatric	Nervous	Congenital Anomaly	Other	Respiratory
Q2 '21	20%	71%	9%	0%	79%	3%	18%	10%	76%	1%	7%	4%	2%	0%
Q3 '21	16%	75%	9%	0%	78%	6%	16%	9%	77%	3%	5%	4%	2%	0%

Gender and Average Age for Funded Beneficiaries



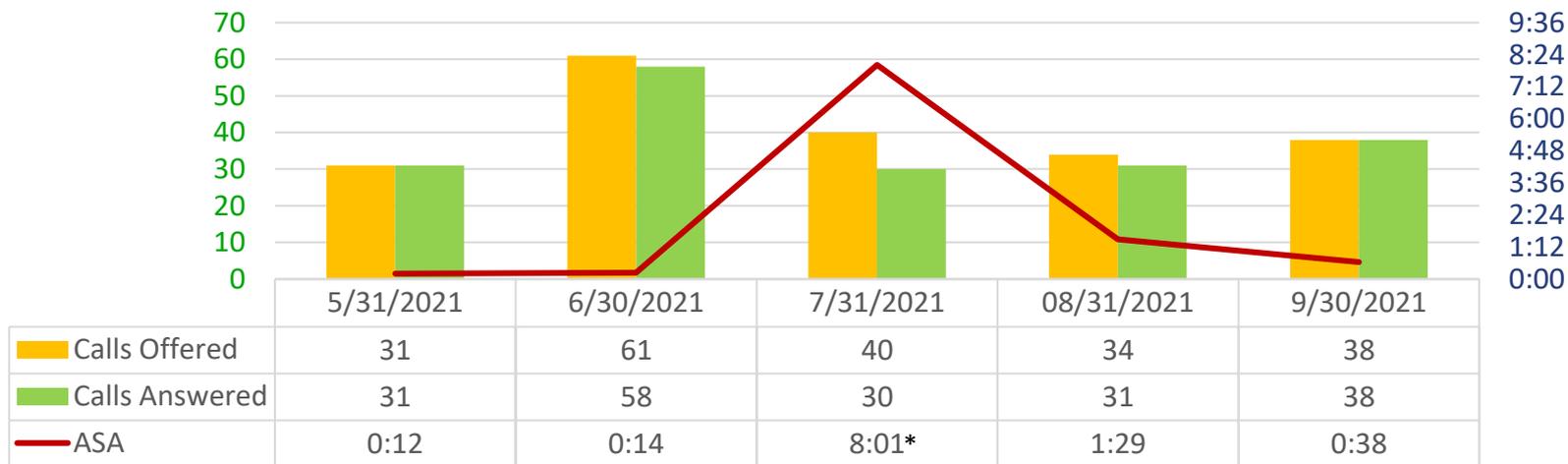
Participation by Diagnosis Code

Diagnosis Codes as a Percentage of Funded Accounts



Customer Service – Call Center

Calls Offered & Average Speed of Answer



*July's increase in ASA was attributable to post-conversion inbound calls for a new plan moving onto Sunday

Q3's most common customer inquiries to the Call Center:

- Assistance with accessing/navigating online access
- Assistance with opening a new account
- Assistance with completing a financial transaction

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